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# SALMON PRODUCTION CAPABILITIES



# Company timeline

**1995**

## **„Kraitenė“, UAB was established**

The company began its operations by building modern fish and ice cream factories. „Kraitenė“, UAB constantly invested in products and brands ZIGMAS, JUNGA, AURUM, TIRPUKAS development. It became one of the biggest food producers in Baltic countries

**2011**

## **„ICECO“, UAB purchased „Kraitenė“, UAB**

The newly established Lithuanian capital company „ICECO“, UAB purchased a property complex of „Kraitenė“, UAB, and continued to produce fish and ice cream products

**2015**

## **Reorganization of „ICECO“, UAB**

„ICECO“ UAB was reorganized, and two separate companies were established: „ICECO Fish“, UAB and „ICECO Ice cream“, UAB

**2017**

## **Management structure update**

Another company was established – „ICECO Holding“, UAB to manage the whole ICECO group of companies

**2018+**

## **Modernization of production facilities**

In 2018, innovative production equipment was modernized and installed in UAB "ICECO Fish" and UAB "ICECO Ice cream" factories.

Since this year, every year the company invests in production equipment and infrastructure.



# 2022 - 2026 investments in production equipment and infrastructure



## Increasing salmon filleting capacity

Installed in 2022 July  
≈ 720 fish/h, ≈ 2,5 t/h  
Investment ≈ 900 k



## Modern office in the second largest city in Lithuania, business center „SQVERAS“

28 work places ≈ 50 k



## Solar power station

Installed in 2022 - 2023  
1.14 mW ≈ 900 k



## Automation of packing ice cream into "Multipack" and transport packages

Planned installation until the end of 2025  
3 000 "Multipack" boxes/h  
500 transportation boxes/h  
Investment ≈ 1 million Eur

# 2024 - 2026 investments in production equipment and infrastructure



## **Fish farm modernization**

Upgrades are being carried out with the most advanced fish farming technologies  
Projected production  $\approx$  500 t fish/year



## **Construction of logistic center**

Planned construction completion Q3 2025  
Area 4088 m<sup>2</sup>. Pallet spaces 7320  
Planned investments  $\approx$  7 million Eur



## **Production expansion Construction of a fish processing plant**

Planned construction completion Q3 2026  
Area 4861 m<sup>2</sup>  
Planned investments  $\approx$  10 million Eur

# Our values



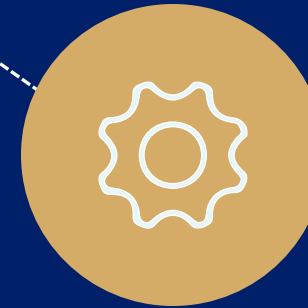
Top quality of products



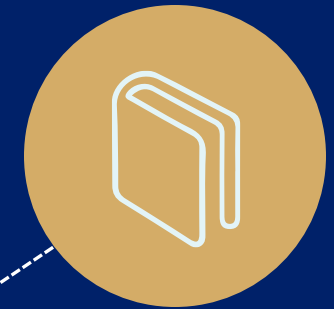
Loyalty of our consumers



Trust of business partners



Continuous modernisation of production



Development and professionalism of the company employees



# Certification



ASC-C-00498

We are ASC certified.  
Look for the aqua green ASC logo.



MSC-C-52086

We are MSC certified.  
Look for the blue MSC label.

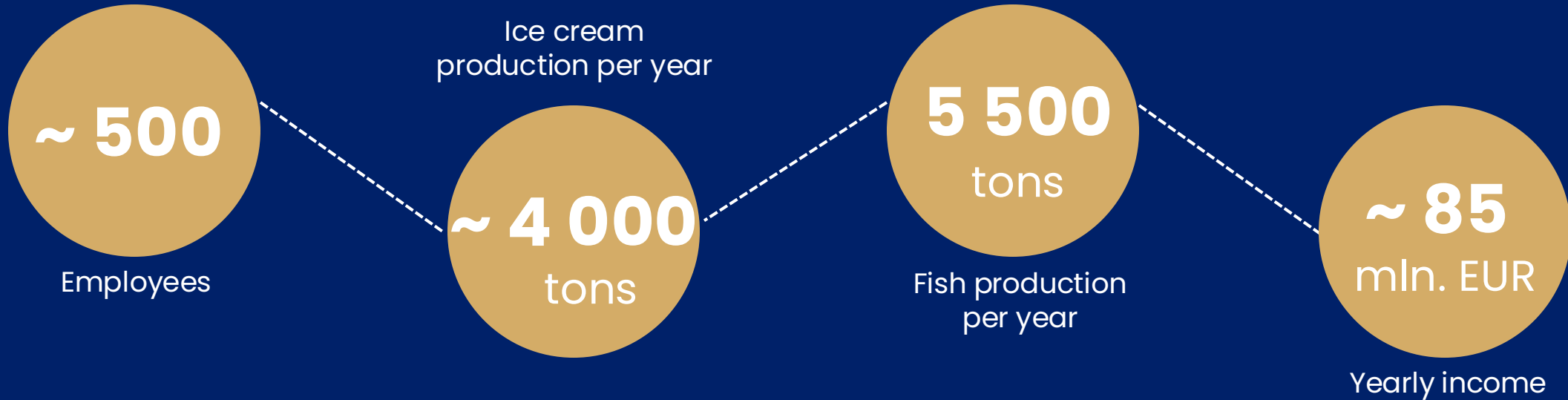


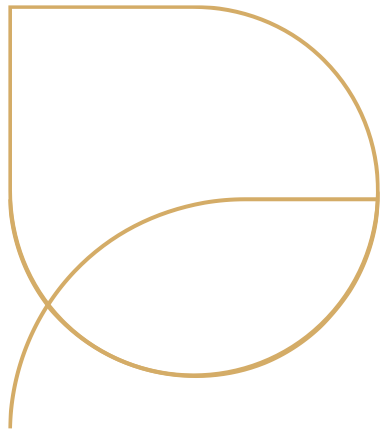
Our State Food and Veterinary service number: LT 51-06 EB

IFS system is implemented in ICECO Fish and ICECO Ice cream and production processes from raw materials to finished products are constantly reviewed by an internal audit team and external audit companies. ICECO FISH is certified ecological products manufacturer, GLOBAL G.A.P., ASC and MSC certified producer.

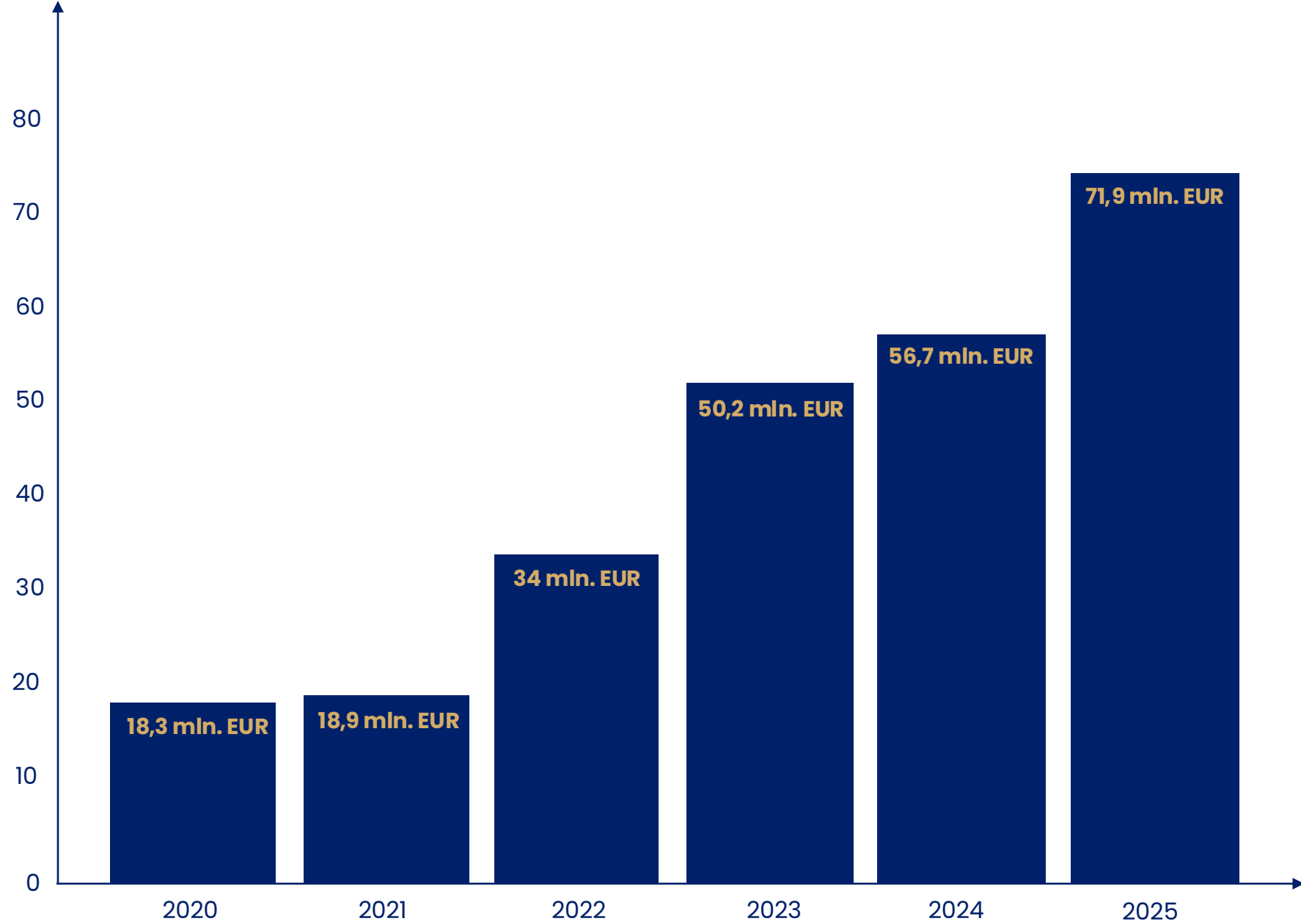


# Our data as company group

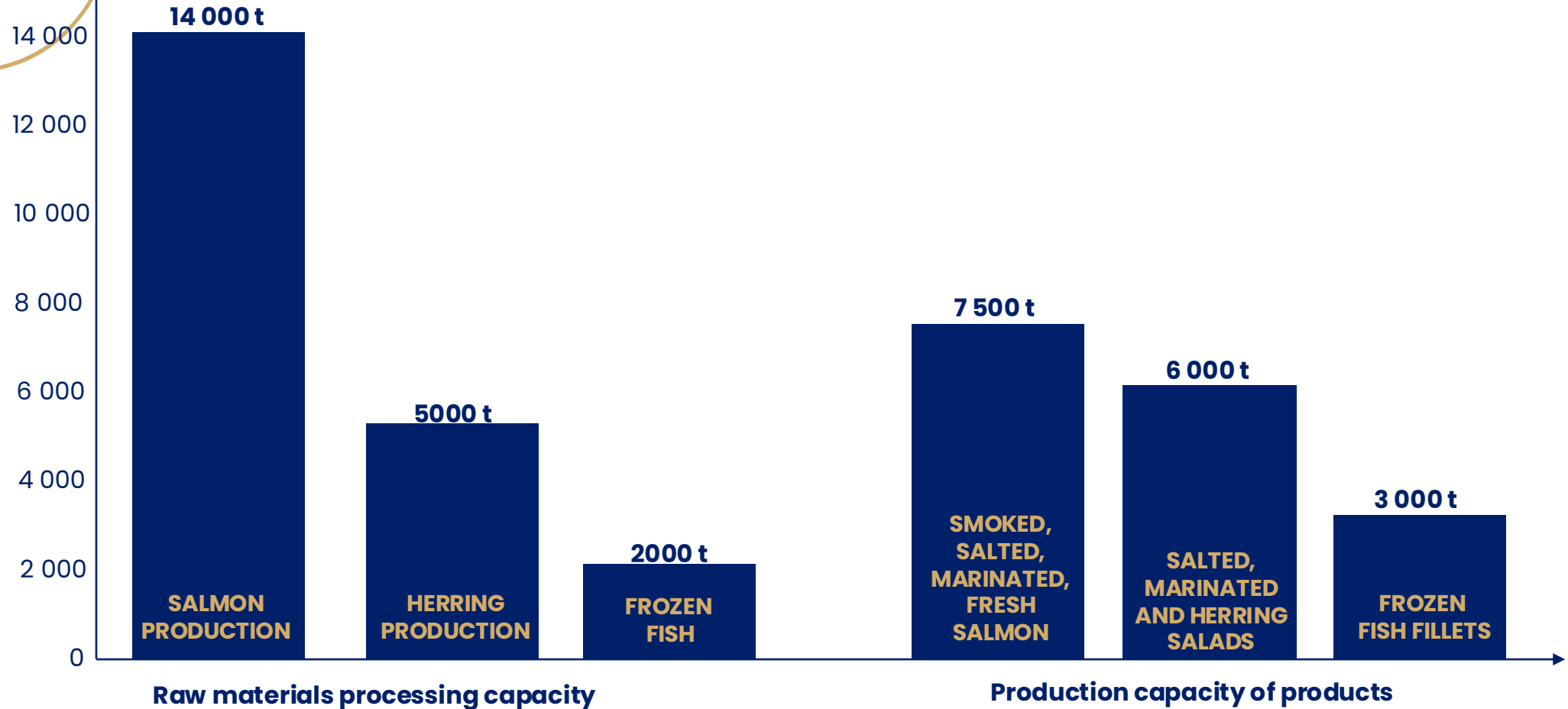




We are financially **stable** and constantly **growing** company



# Our production capacity



2024 data

# Share of sales by fish category

74,3%

Salmon

20 %

Herring

5,7 %

Seafood and  
White fish



# We are trusted by largest retailers

- ✓ Private label products manufactured at our factory are sold by the largest retail chains in the Western and Eastern Europe: COLRUYT, DELHAIZE, ALDI, REWE, EDEKA, METRO
- ✓ The largest retail chains in the Baltic States trust the quality of our products
- ✓ Due to our flexible production process, we are able to adapt to the clients' requirements and needs



# We are experts in salmon production

SALMON is No.1 fish in our production range (approx. 70 % of the total revenue)

We have been improving our salmon production technologies for 16 years and are now able to offer top quality salmon products made from fish farmed in Norway.



Annual capacity  
14 000 tons

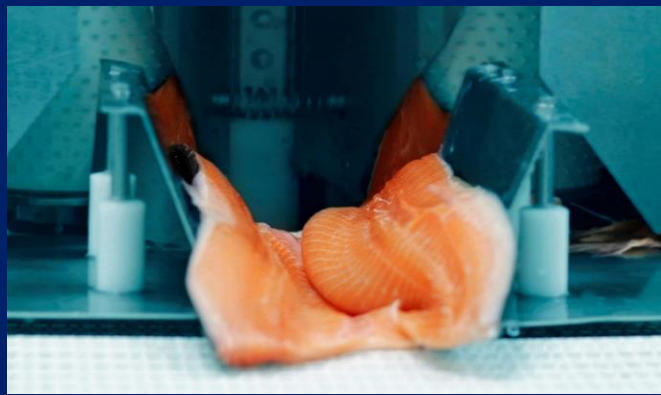


SALMON IS **NO.1** FISH IN OUR PRODUCTION RANGE (approx. 74 % of the total output)



# SALMON PRODUCTION TECHNOLOGIES

We have been improving our salmon production technologies for 16 years and are now able to offer top quality salmon products made from fish farmed in Norway.



# RANGE AND VARIATIONS OF SALMON

Salmon fillets / fillets  
sliced / fillet portions /  
cutlets / minced/ pieces

Cold smoked / hot  
smoked / marinated /  
salted / dried

Natural / with spices /  
with sauce

Chilled / frozen

Various fillet trims available: TRIM A to TRIM E

Different cut depths: with brown meat to no brown meat



# RANGE AND VARIATIONS OF SALMON



# RANGE AND VARIATIONS OF SALMON



# PACKAGING OPTIONS

- ✓ Vacuum or MAP (Modified atmosphere) packaging
- ✓ Possibility to pack in sleeve, box, shelf (display) boxes 50 g – 1000 g
- ✓ Print on sticker, laminate, sleeve and/or box
- ✓ Final product can be supplied chilled or frozen
- ✓ Variety of standard films: colors (transparent, black, white), thickness and texture
- ✓ Variety of standard trays: gold, silver, gold/silver, black, sucker available
- ✓ Can come with or without Euro hole
- ✓ Raw material types: standard (Norwegian Atlantic salmon, *SALMO SALAR*), ASC, GLOBALG.A.P., ORGANIC. Other salmon and trout breeds, country of origin available for substantial contracted orders, option to use client's supplied/ordered/contracted raw materials
- ✓ Custom films/trays/packaging available based on client needs for substantial orders



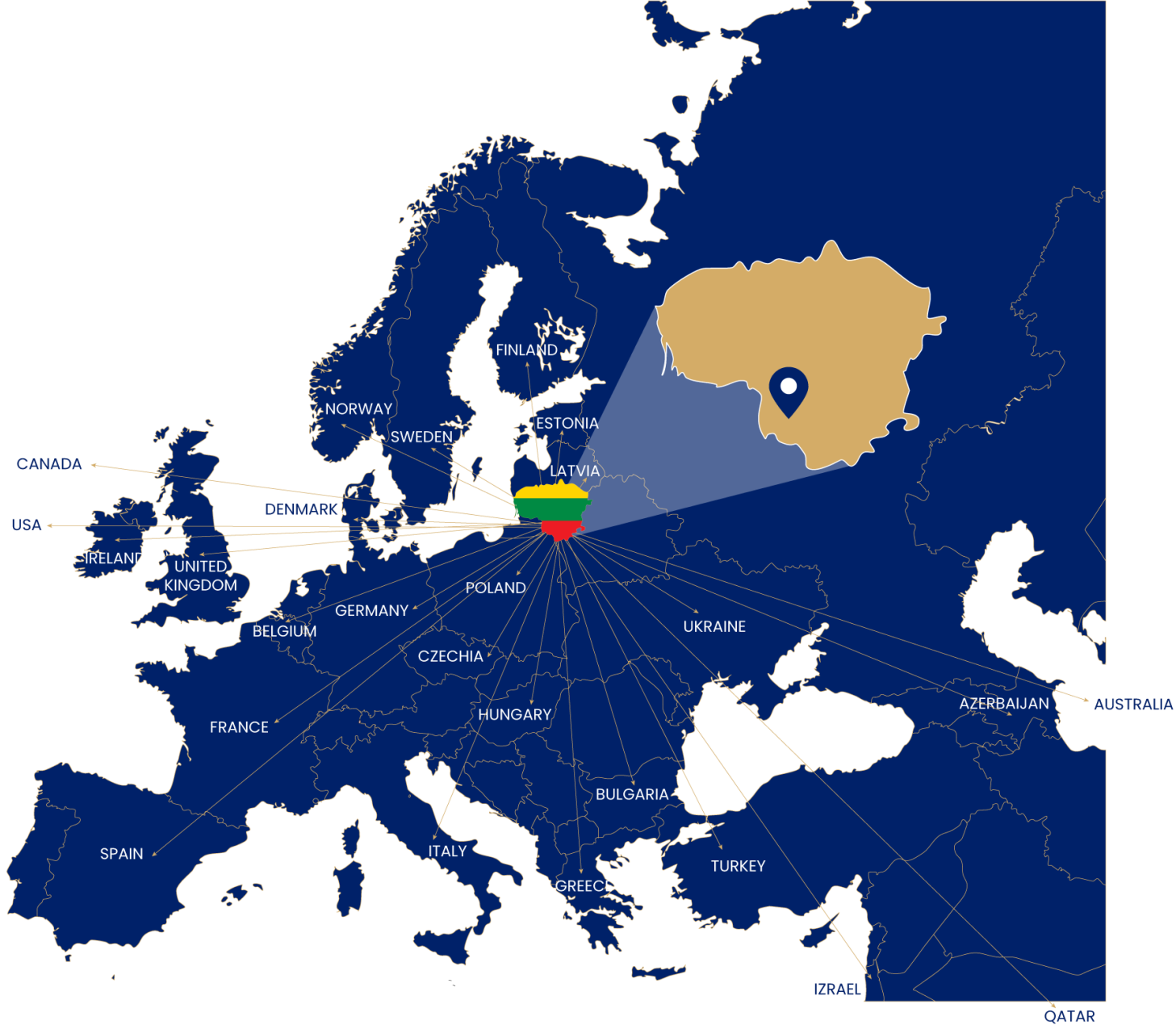
# PACKAGING OPTIONS



Export

~70 %

Export share of  
our production



# WE ARE PROUD OF OUR BRAND **ZIGMAS**

We have been manufacturing products under ZIGMAS trademark for as long as 20 years. It is best-known and highly valued fish brand in Lithuania

ZIGMAS brand is associated with high quality, excellent taste and attractive packaging – **it is No. 1 customer choice**

**More fish on every table!**



# ZIGMAS products are modern, tasty and attractive



**THANK YOU!**  
**We hope for a successful  
business cooperation!**

Head of sales Lina Ruigienė  
[lina.ruigiene@icecofish.com](mailto:lina.ruigiene@icecofish.com)  
+370 610 33096

JSC "ICECO Žuvis"  
+370 343 92745  
[info@icecofish.com](mailto:info@icecofish.com)  
[www.icecofish.com](http://www.icecofish.com)



**Our contacts**